

Plan Tel Inc.

5660 Monkland Avenue
Montreal, PQ H4A 1E4
Telephone: (514) 487-6060
Fax: (514) 487-5291

KEY PERSONNEL:

D. Darylkiw, Chairman
R.H. Z'Graggen, President
J.M. Long, Vice President, Sales and Marketing

Plan Tel provides consulting services in all aspects of the telephone field to the telecommunications industry, private enterprises, governments and other consultants, working on national and international projects involving overall management consulting, financial and technical planning, engineering, operations and maintenance.

Nationally, the company has contracts with various telephone carriers, government departments and agencies, and large corporations. The company acquired its first international contract in 1976 in Saudi Arabia. Since then it has completed contracts involving systems design, operations, project management and management consulting in Antigua, Haiti, Jamaica, Peru, Panama, and the United States. Working with the Canadian International Development Agency (CIDA), Plan Tel has been involved in numerous projects in Africa, the Middle East, Southeast Asia and South America.

Plan Tel was established and incorporated in 1970. It operates with a head office in Montreal, consulting headquarters in Toronto, and branch offices in London, Ottawa, Quebec, Kitchener and Vancouver.

Positron Industries Inc.

5101 Buchan Street
Montreal, PQ H4P 2R9
Telephone: (514) 345-2200
Telex: 05-825739
Fax: (514) 731-8662

KEY PERSONNEL:

Reginald Weiser, President
Kenneth R. Brown, Vice President, Sales
Marjolaine Bouchard, Sales and Marketing Manager

Positron Industries Inc. designs, develops and manufactures state-of-the-art telecommunications systems,

including trading turrets; answering positions; telephone and radio communication consoles; alarm reporting, remote control and telemetry systems; 911 emergency call enhancement systems; and power station wireline communications protection systems. The company also has full custom design capability.

Positron provides full design, development, production, testing and quality control services. Since its founding in 1970, the company has developed over 200 products, and is winner of two Institute of Electrical and Electronics Engineers product awards.

Positron currently invests 15 per cent of revenues in product development, employing over 60 engineers and technicians. The company is privately owned, with no intention of going public. The company forecasts \$50 million in sales by 1990, \$100 million by 1992.

Protocoles Standards de Communication Inc.

1753 Bank Street
Ottawa, ON K1V 7Z4
Telephone: (613) 731-7697
Fax: (613) 731-4748

KEY PERSONNEL:

Patrick Shea, President
Grahame Aitken, Vice-President

Protocoles Standards de Communication Inc. (PSC) provides consulting services, software/service development and training in the field of information management, computer communications and the related international standards. The primary emphasis is on studies and research related to the implementation of international standards for computer communications such as X.25 and OSI, and advanced communication architectures and protocols such as SNA and DECNET. PSC also offers introductory and advanced level training in all aspects of OSI and other computer communication standards.

PSC participates actively in various groups responsible for national and international data processing and tele-

communication directions and related standards (principally CCITT and ISO committees). The company has branch offices in Toronto, Ontario; Washington, DC; and Edinburgh, Scotland.

Pylon Electronic Development Company Ltd.

147 Colonnade Road
Nepean, ON K2E 7L9
Telephone: (613) 226-7920
Telex: 053-4961

Fax: (613) 226-8195

KEY PERSONNEL:

John E. Pinnell, Chairman
Herbert Laks, President
Stanley E. Pinnell, Vice President

Pylon telephone and telecommunications products include power converters and inverters for central office plants, uninterruptible power plants, rectifiers, ringing generators, PABX supplies and some data equipment. The Instrument Division manufactures time code generators, digital read-out equipment, EMI hardened displays and nuclear test or calibration equipment. The company also produces cables, harnesses and custom test apparatus.

Pylon Electronic Development Company Ltd. is a supplier to most Canadian utilities and many government agencies. Pylon products are exported through large OEMs and directly through 13 representatives in 10 countries.

Quality Communication Products (1979) Ltd.

P.O. Box 1328
239 Mountain Street
Morden, MB R0G 1J0
Telephone: (204) 822-4431
Telex: 07-55205

Fax: (204) 822-6348

KEY PERSONNEL:

S.L. Wilson, President

Quality Communication Products manufactures telephone loading coils and cable build-out networks, precision